



# Disadvantaged Business Enterprises

LOUISIANA DEPARTMENT OF  
TRANSPORTATION & DEVELOPMENT



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## Estimating & Bidding One-On-One Tutorial B. M. Grace, INC. December 17, 2015

SJB Group DBE Supportive Services staff Mr. Kenyatta Sparks, Program Assistant and Mr. Daryl Ivy, Senior PM & Manager of Highway CPM continue to respond to the needs of certified DBE firms in the State of Louisiana. Just recently the DBE Supportive Services staff held a two-hour One-On-One Estimating and Bidding Tutorial with Mr. Joel Scales, Mr. Brad Grace, and Mr. Glenn Jarreau with B.M. Grace, Inc. The targeted areas addressed by Mr. Ivy and the representatives from B.M. Grace were: The components of a Construction Estimate, The Art of Estimating, Decision to Bid and Planning for the Estimate, Preparing the Construction Schedule, and Cost Categories (Direct and Indirect). Based on feedback received from those attending the workshop, Mr. Ivy did a great job presenting the information. The information was concise, informative, business friendly, and provided a road map to follow in estimating and bidding projects.

We thank Mr. Scales, Mr. Grace, and Mr. Jarreau for taking time out of their busy schedules to meet with us here at SJB Group and look forward to assisting them in the future business endeavors of their firm.

If you are interested in having a One-On-One Tutorial on Estimating & Bidding, please call Mr. Sparks at (225) 769-3400.





# OSHA Safety Article.....

## PREVENTING BACKOVERS

A backover incident occurs when a backing vehicle strikes a worker who is standing, walking, or kneeling behind the vehicle. These incidents can be prevented. According to the Bureau of Labor Statistics, over 70 workers died from backover incidents in 2011. These kinds of incidents can occur in different ways. For example:

On June 18, 2009, an employee was working inside a work zone wearing his reflective safety vest. A dump truck operating in the work zone backed up and struck the employee with the rear passenger side wheels. The employee was killed. The dump truck had an audible back up alarm and operating lights. (OSHA Inspection Number 313225377)

On June 9, 2010, an employee was standing on the ground in front of a loading dock facing into the building while a tractor trailer was backing into the same dock. The trailer crushed the employee between the trailer and the dock. (OSHA Inspection Number 314460940)

The purpose of this webpage is to provide information about the hazards of backovers; solutions that can reduce the risk or frequency of these incidents; articles and resources; and references to existing regulations and letters of interpretation.

### How do backover incidents occur?

Backover accidents can happen for a variety of reasons. Drivers may not be able to see a worker in their blind spot. Workers may not hear backup alarms because of other worksite noises or because the alarms are not functioning. A spotter assisting one truck may not see another truck behind him. Workers riding on vehicles may fall off and get backed over. Drivers may assume that the area is clear and not look in the direction of travel. Sometimes, it is unclear why a worker was in the path of a backing vehicle. A combination of factors can also lead to backover incidents.

### What can be done to prevent backover incidents?

Many solutions exist to prevent backover incidents. Drivers can use a spotter to help them back up their vehicles. Video cameras with in-vehicle display monitors can give drivers a view of what is behind them. Proximity detection devices, such as radar and sonar, can alert drivers to objects that are behind them. Tag-based systems can inform drivers when other employees are behind the vehicle and can alert employees when they walk near a vehicle equipped to communicate with the tag worn by the employee. On some work sites, employers can create internal traffic control plans, which tell the drivers where to drive and can reduce the need to back up. In some cases, internal traffic control plans can also be used to separate employees on foot from operating equipment.

Training is another tool to prevent backover incidents. Blind spots behind and around vehicles are not immediately obvious to employees on foot. By training employees on where those blind spots are and how to avoid being in them, employers can prevent some backover incidents. One component of this training can include putting employees who will be working around vehicles in the driver's seat to get a feel for where the blind spots are and what, exactly, the drivers can see. The National Institute for Occupational Safety and Health (NIOSH) several blind spot diagrams that can help explain what drivers of various large trucks can see.

**This article was taken from the OSHA website. For more information on this topic, visit [www.osha.gov](http://www.osha.gov). Please share this information with your employees.**





## EVENTS & WORKSHOPS

### On Demand

#### [Five Steps to Secure Financing](#)

On Demand, available until February 29

Topic: Financing and Capital

In this self-paced training video, you will learn the five key steps to financing your small business. After completing this series, you will gain a better understanding of financial planning and assessment, credit and collateral, sources of funding and pitching your business idea. Click the registration link below to get started!

Speaker: Mike Pennison, Senior Business Consultant

Location: **Online** Fee: \$ 25.00

#### [Create a Winning Sales Strategy](#)

On Demand, available until February 29

Topic: Marketing and Sales

Good relationship skills, strategic planning and product expertise all contribute to effective selling. In Creating a Winning Sales strategy, you will learn practical solutions for profitable sales growth. Speaker: Presented by Erik Waters, Business Consultant

Location: **Online** Fee: \$ 25.00

#### [How to Start a Business](#)

On Demand, available until February 29

Topic: Start-up Assistance

This course will introduce you to the basics of creating and financing a successful business. You will learn to evaluate your ideas, choose the best financing options and legally register your business. The course will point you to the resources you need on your entrepreneurial journey. Click the registration link below to get started! Speaker: Carmen Sunda, Small Business Expert

Location: **Online** Fee: \$ 25.00

### January

#### [Starting and Financing A Small Business \\*Morehouse Parish](#)

Tuesday, January 05, 2016 11:00 AM to 1:00 PM

Topic: Start-up Assistance

This workshop is highly recommended for all individuals interested in • Determining the feasibility of their business idea, • Planning to start or have just started a small business, • Expanding their business, • Seeking a small business loan, or • Wanting to learn more about planning. Topics of discussion will include business feasibility, business planning, sources of funds for start-up and expansion, small business resources, and required licenses. There is no charge to attend the workshop, but pre-registration is requested. Speaker: Christina Davis, LSBDC Business Consultant Location: [LSBDC at ULM Training Event, Bastrop Visitors Center, \\*Bastrop](#)

#### [Starting & Financing a Small Business](#)

Thursday, January 07, 2016 6:00 PM to 8:00 PM

Topic: Start-up Assistance

This workshop is highly recommended for all individuals interested in determining the feasibility of their business idea, planning to start or have just started a small business, expanding their business, seeking a small business loan, or wanting to learn more about planning. Topics of discussion will include business feasibility,

business planning, sources of funds for start-up and expansion, small business resources, and required licenses. PLEASE ARRIVE 15 MINUTES EARLY FOR REGISTRATION. NO CHILDREN PLEASE. Thanks in Advance. \*\*\* If you are starting a business, this seminar is highly recommended before attending additional SBDC workshops.\*\*\*

Speaker: David Creswell, CPA, LSBDC Business Consultant

Location: [NSU Nursing Ed Center, Building A \(The Red Brick Building\), Shreveport](#)

#### [Starting & Financing a Small Business](#)

Friday, January 08, 2016 9:30 AM to 11:30 AM

Topic: Not Set

This program is closed to the public and is co-sponsored by the U.S. Army Soldiers for Life - Transition Assistance Program (SFL-TAP). To attend veterans must first register for the SFL-TAP program by calling 337-531-1591 for detailed information. This seminar is designed specifically for veterans and/or those transitioning from military service to civilian life seeking assistance in starting their own business(s). The seminar will explain the steps needed to create a business plan as well as provide information about existing programs designed specifically to assist the veteran small business owner. Speaker: Presenter for this seminar is

LSBDC Regional Associate Director & Business Consultant, Jim Kilcoyne from the Northwestern State University SBDC Center in Natchitoches, LA Location: [LSBDC Northwest & Central Region, Army Alumni and Career Program, Leesville](#)

#### [Marketing Your Business for Growth: Session 5- The Power of the Inbox](#)

Saturday, January 09, 2016 10:00 AM to 12:00 PM

Topic: Marketing and Sales

This series of marketing classes will prepare the LSBDC clients to understand the latest online and in-person marketing best practices. At the end of the course, students will be able to present an "elevator" speech with confidence, as well as possess a basic understanding of website, social media, email, and online marketing to grow their business. Ellen McDowell owns Ellen McDowell-Your Social Butterfly. She is proud to be an Authorized Local Expert and Master Certified Solution for Constant Contact. Ellen McDowell- Your Social Butterfly focuses on email marketing, social media, and the strategic planning of those essential marketing tools. Ms. McDowell is a Certified Professional Speaker and will share her knowledge and enthusiasm for marketing. She is also an instructor with LSU's Continuing Education's Social Media Certificate Program. This seminar will give participants the keys to the most effective email marketing. (Email marketing has the best return on investment for small business). Tips shared will include how to follow the CAN-SPAM act and how to build marketing that is effective. Speaker: Ellen McDowell

Location: [LSBDC at Southern University: 616 Harding Blvd, \\*Baton Rouge](#)



## EVENTS & WORKSHOPS

### [Power of the Inbox: Tips and Tricks for Successful Email Marketing - Livingston](#)

Tuesday, January 12, 2016 10:00 AM to 12:00 PM

Topic: Marketing and Sales

What is the first impression you give when they see you in their email inbox? And when they see you there, what do they do? This powerful seminar takes you step-by-step through the keys to effective email marketing: -What it really is (and isn't) -What it can do for your business -And the five easy steps you must take to harness the power of the inbox! -Grow a healthy list -Create great content -Customize a beautiful, mobile-friendly template that matches your brand -How to get your emails opened -Tracking your results From revealing why regular email doesn't work, to insider tips and techniques like automated list building tools and the design elements that work (and those that don't!), this seminar will give you the keys to the most effective marketing you can do: email marketing. Join us! Speaker: Kim Walker - 5 Stones Media Location: [Livingston Parish Library - Main Branch, Livingston](#)

### [Power of the Inbox: Tips and Tricks for Successful Email Marketing - Hammond](#)

Wednesday, January 13, 2016 10:00 AM to 12:00 PM

Topic: Marketing and Sales

What is the first impression you give when they see you in their email inbox? And when they see you there, what do they do? This powerful seminar takes you step-by-step through the keys to effective email marketing: -What it really is (and isn't) -What it can do for your business -And the five easy steps you must take to harness the power of the inbox! -Grow a healthy list -Create great content -Customize a beautiful, mobile-friendly template that matches your brand -How to get your emails opened -Tracking your results From revealing why regular email doesn't work, to insider tips and techniques like automated list building tools and the design elements that work (and those that don't!), this seminar will give you the keys to the most effective marketing you can do: email marketing. Join us! Speaker: Kim Walker - 5 Stones Media Location: [LSBDC at Southeastern Louisiana University: Main Office, Southeast Louisiana Business Center, \\*Hammond](#)

### [Power of the Inbox: Tips and Tricks for Successful Email Marketing - Mandeville](#)

Thursday, January 14, 2016 10:00 AM to 12:00 PM

Topic: Marketing and Sales

What is the first impression you give when they see you in their email inbox? And when they see you there, what do they do? This powerful seminar takes you step-by-step through the keys to effective email marketing: -What it really is (and isn't) -What it can do for your business -And the five easy steps you must take to harness the power of the inbox! -Grow a healthy list -Create great content -Customize a beautiful, mobile-friendly template that matches your brand -How to get your emails opened -Tracking your results From revealing why regular email doesn't work, to insider tips and techniques like automated list building tools and the design elements that work (and those that don't!), this seminar will give you the keys to the most effective marketing you can do: email marketing. Join us!

Speaker: Kim Walker - 5 Stones Media

Location: [STP Library Business Reference Center, Mandeville](#)

### [Starting & Financing a Small Business Register](#)

Thursday, January 14, 2016 3:00 PM to 5:00 PM

Topic: Start-up Assistance

This workshop is highly recommended for all individuals interested in determining the feasibility of their business idea, planning to start or have just started a small business, expanding their business, seeking a small business loan, or wanting to learn more about planning. Topics of discussion will include business feasibility, business planning, sources of funds for start-up and expansion, small business resources, and required licenses. PLEASE ARRIVE 15 MINUTES EARLY FOR REGISTRATION. NO CHILDREN PLEASE. Thanks in Advance. \*\*\* If you are starting a business, this seminar is highly recommended before attending additional SBDC workshops.\*\*\*

Speaker: David Creswell, CPA, LSBDC Business Consultant

Location: [Bossier Parish Library History Center, Bossier City](#)

### [Starting & Financing a Small Business](#)

Thursday, January 14, 2016 4:00 PM to 6:00 PM

Topic: Start-up Assistance

This workshop is highly recommended for all individuals interested in determining the feasibility of their business idea, planning to start or have recently started a small business, seeking a small business loan, or wanting to learn more about business planning. Topics of discussion will include entrepreneurship readiness, writing a business plan, sources of funds for start-up and expansion, and small business resources. Join us at the SEED Center for this free event. Please register online at [www.lsbdc.org](http://www.lsbdc.org) under Training, call 337-475-5529, or email us at [lsbdc.msu@lsbdc.org](mailto:lsbdc.msu@lsbdc.org) so that we can prepare for your attendance.

Speaker: Susan Thibodeaux, Business Consultant

Location: [LSBDC at McNeese State University: Main Office, SEED Center, \\*Lake Charles](#)

### [Starting and Financing A Small Business](#)

Thursday, January 14, 2016 5:30 PM to 7:30 PM

Topic: Start-up Assistance

This workshop is highly recommended for all individuals interested in • Determining the feasibility of their business idea, • Planning to start or have just started a small business, • Expanding their business, • Seeking a small business loan, or • Wanting to learn more about planning. Topics of discussion will include business feasibility, business planning, sources of funds for start-up and expansion, small business resources, and required licenses. There is no charge to attend the workshop, but pre-registration is requested.

Location: [LSBDC at University of Louisiana - Monroe, Stubbs Hall Room 117, Monroe](#)



## DBE PROFILE



BM Grace strives to seek new general contracting projects and partnerships with other successful contractors for subcontracting opportunities. BM Grace is a licensed general contractor in Louisiana and a certified disadvantaged business enterprise with the State of Louisiana Department of Transportation and Development.

We have a comprehensive project history with a high reputation for providing quality products and excellent customer service in a safe work environment.

### Experience:

#### **General Contractor:**

- City of Central
- LSU Horticulture Parking Lot
- State of Louisiana DOTD
- South Louisiana Community College

#### **Sub-Contractor**

- Alpha Service and Products Inc.
- Coastal Bridge
- Grady Crawford Construction
- Lincoln Builders
- RJ Daigle and Sons Inc.
- Richard Price Contracting

### Certifications:

- State of Louisiana Contractor #52388
- Disadvantaged Business Enterprise Certified Contractor
  - City of New Orleans
  - Louisiana Department of Transportation & Development
- Certified Small Entrepreneurship with the Louisiana Economic Development's Hudson Initiative



### **Contact Information:**

**Cathy Grace**  
**Owner**

**cathy@bmgrace.com**  
**225-938-0116**

**8680 Bluebonnet Blvd. Suite A**  
**Baton Rouge, LA 70810**  
**225-761-0626**





## Letting of 1/13/2016 LA DOTD Headquarters

[Proposal: 4400006560](#) DIST 02 CONTINGENCY CONTRACT FOR DISASTER DEBRIS REMOVAL

**Description of work:** contingency cont. f/ disaster debris removal, reduction and disposal on state routes in district 02

**Parish(es):** District 02

**Route(s):** VARIOUS

**Estimated Construction Cost:** \$2,500,000 to \$5,000,000

[Proposal: 4400006561](#) DIST 03 CONTINGENCY CONTRACT FOR DISASTER DEBRIS REMOVAL

**Description of work:** contingency cont. f/ disaster debris removal, reduction and disposal on state routes in district 03

**Parish(es):** District 03

**Route(s):** VARIOUS

**Estimated Construction Cost:** \$2,500,000 to \$5,000,000

[Proposal: 4400006562](#) DIST 61 CONTINGENCY CONTRACT FOR DISASTER DEBRIS REMOVAL

**Description of work:** contingency cont. f/ disaster debris removal, reduction and disposal on state routes in district 61

**Parish(es):** District 61

**Route(s):** VARIOUS

**Estimated Construction Cost:** \$1,000,000 to \$2,500,000

[Proposal: 4400007370](#) I-49: St. Landry Radar Speed Sign Install

**Description of work:** install roadside signing and related work. additive alternate a1 - site 1, additive alternate b1 - site 10, additive alternate c1 - site 5

**Parish(es):** St. Landry

**Route(s):** I-49

**Estimated Construction Cost:** \$100,000 to \$250,000

[Proposal: H.000517.6](#) US 165 BRIDGES NEAR FENTON

**DBE Goal:** 10%

**OJT Goal:** 2 Trainees

**Description of work:** clearing and grubbing, grading, drainage structures, cold planing asphaltic concrete, class ii base course, superpave asphaltic concrete pavement, steel sheet pile wall, precast concrete piles, precast concrete slab span bridges, precast prestressed concrete girder spans bridge, and related work.

**Parish(es):** Jefferson Davis

**Route(s):** US 165

**Federal Number:** H000517

**Estimated Construction Cost:** \$10,000,000 to \$15,000,000

[Proposal: H.007992.6](#) LA 883-2: LA 883-1 - US 65

**SBE Goal:** 5%

**Description of work:** clearing and grubbing, drainage structures, cold planing asphaltic concrete, pavement patching, superpave asphaltic concrete pavement, and related work.

**Parish(es):** East Carroll

**Route(s):** LA 883-2

**Federal Number:** H007992

**Estimated Construction Cost:** \$250,000 to \$500,000

[Proposal: H.009140.6](#) LA 1026 AT LA 1030 ROUNDABOUT

**DBE Goal:** 9%

**Description of work:** clearing and grubbing, grading, class ii base course, lime treatment, superpave asphaltic concrete, cold planing asphaltic pavement, pavement patching, portland cement concrete pavement, drainage structures, and related work.

**Parish(es):** Livingston

**Route(s):** LA 1026; LA 1030

**Federal Number:** H009140

**Estimated Construction Cost:** \$1,000,000 to \$2,500,000

[Proposal: H.009475.6](#) LA 538: ROUNDABOUT AT RAVEN-DALE

**DBE Goal:** 8%

**Description of work:** clearing and grubbing, grading, drainage structures, cold planing asphaltic concrete, class ii base course (asphaltic concrete), lime treatment, superpave asphaltic concrete pavement, portland cement concrete pavement, drilled shaft foundations, lighting, and related work.

**Parish(es):** Caddo

**Route(s):** LA 538

**Federal Number:** H009475

**Estimated Construction Cost:** \$1,000,000 to \$2,500,000

[Proposal: H.009770.6](#) ST JOHN MISS EASTBANK MU PATH, PHASE 3/3A

**DBE Goal:** 6%

**Description of work:** grading, class ii base course, drainage structures, superpave asphaltic concrete pavement, and related work.

**Parish(es):** St. John the Baptist

**Federal Number:** H009770

**Estimated Construction Cost:** \$1,000,000 to \$2,500,000

[Proposal: H.010032.6](#) SHUTEYE ROAD BRIDGE & MARTHAVILLE ROAD BRIDGE

**DBE Goal:** 8%

**Description of work:** clearing and grubbing, class ii base course (stone), superpave asphaltic concrete pavement, precast concrete piles, concrete slab span bridge, and related work.

**Parish(es):** Sabine

**Federal Number:** H010032

**Estimated Construction Cost:** \$500,000 to \$1,000,000

[Proposal: H.010034.6](#) JOE W. ROAD & GALLOW ROAD BRIDGES

**DBE Goal:** 10%

**Description of work:** clearing and grubbing, grading, drainage structures, precast concrete piles, concrete slab span bridge, precast prestressed concrete girder spans bridge, and related work.

**Parish(es):** St. Landry

**Federal Number:** H010034

**Estimated Construction Cost:** \$1,000,000 to \$2,500,000



## Letting of 1/13/2016 LA DOTD Headquarters

[Proposal: H.010256.6](#) LA 182: COUPLET - LA 3195 (EB & WB)

**DBE Goal: 9%**

**ASPHALT PILOT PROJECT:** This project has been selected as an Asphalt Pilot Project. Special provisions governing asphalt requirements can be found in the construction proposal section titled 2015 ASPHALT PILOT SPECIAL PROVISION.

**Description of work:** grading, drainage structures, milling asphalt pavement, pavement patching, class ii base course, pavement widening, asphalt concrete overlay, and related work.

**Parish(es):** Iberia

**Route(s):** LA 182

**Federal Number:** H010256

**Estimated Construction Cost:** \$2,500,000 to \$5,000,000

[Proposal: H.010402.6](#) I-10: WILLIAMS BLVD. - VETERANS BLVD.

**DBE Goal: 7%**

**ASPHALT PILOT PROJECT** This project has been selected as an Asphalt Pilot Project. Special provisions governing asphalt requirements can be found in the construction proposal section titled 2015 ASPHALT PILOT SPECIAL PROVISION.

**Description of work:** drainage structures, milling asphalt pavement, pavement patching, asphalt concrete pavement, and related work.

**Parish(es):** Jefferson

**Route(s):** I-10

**Federal Number:** H010402

**Estimated Construction Cost:** \$2,500,000 to \$5,000,000

[Proposal: H.010592.6](#) WILLET LOOP ROAD and ROCK HILL ROAD BRIDGES

**DBE Goal: 8%**

**Description of work:** clearing and grubbing, drainage structures, class ii base course, superpave asphaltic concrete pavement, precast concrete piles, concrete slab span bridge, and related work.

**Parish(es):** Grant

**Federal Number:** H010592

**Estimated Construction Cost:** \$500,000 to \$1,000,000

[Proposal: H.010985.6](#) US 90: IMP @ US 90B & NEAR LA 18

**DBE Goal: 8%**

**ASPHALT PILOT PROJECT** This project has been selected as an Asphalt Pilot Project. Special provisions governing asphalt requirements can be found in the construction proposal section titled 2015 ASPHALT PILOT SPECIAL PROVISION.

**Description of work:** clearing and grubbing, grading, drainage structures, class ii base course, asphalt concrete pavement, portland cement concrete pavement, and related work.

**Parish(es):** Jefferson

**Route(s):** US 90

**Federal Number:** H010985

**Estimated Construction Cost:** \$500,000 to \$1,000,000

[Proposal: H.011472.6](#) I-10 Bonnet Carre Emergency Crossings

**DBE Goal: 5%**

**Description of work:** installation of truss mounted dms and emergency crossings upgrade, and related work.

**Parish(es):** St. Charles; St. John the Baptist

**Route(s):** I-10

**Federal Number:** H011472

**Estimated Construction Cost:** \$500,000 to \$1,000,000

[Proposal: H.011486.6](#) I-20: BRIDGE REHABILITATION (MONROE)

**DBE Goal: 2%**

**Description of work:** bridge repairs and related work.

**Parish(es):** Ouachita

**Route(s):** I-20

**Federal Number:** H011486

**Estimated Construction Cost:** \$10,000,000 to \$15,000,000

[Proposal: H.011641.6](#) US 90 PAVEMENT MARKING REPLACEMENT II

**DBE Goal: 5%**

**Description of work:** raised pavement markers, plastic pavement striping, and related work.

**Parish(es):** Assumption; Iberia; St. Martin; St. Mary

**Route(s):** US 90

**Federal Number:** H011641

**Estimated Construction Cost:** \$1,000,000 to \$2,500,000

[Proposal: H.011764.6](#) DISTRICT 58 GUARD RAIL REPLACEMENT (AREA A)

**DBE Goal: 15%**

**Description of work:** grading, drainage structures, guard rail replacement and related work.

**Parish(es):** Caldwell; Franklin; Tensas

**Federal Number:** H011764

**Estimated Construction Cost:** \$1,000,000 to \$2,500,000

[Proposal: H.011959.6](#) District 58 Controller Upgrade

**Description of work:** remove and replace existing signal controller and related work.

**Parish(es):** Caldwell; Catahoula; Concordia; Franklin; LaSalle; Tensas

**Federal Number:** H011959

**Estimated Construction Cost:** \$100,000 to \$250,000



## LA DOTD RFP Advertisements for December 2015

<b>Date</b>	<b>Project No.</b>	<b>Project Name</b>	<b>Parish(es)</b>	<b>Closing Date</b>
12/17/15	4400007959	La 3234 Ext From La 1065 - Hammond Airport Retrofit Of Existing Statewide Louisiana Safety Walk	Tangipahoa	1/12/16
12/11/15	330001668	Bridge Barrier Railing Systems Retrofit Of Existing Statewide Louisiana Safety Walk	Statewide	1/15/16
12/11/15	330001668	Bridge Barrier Railing Systems	Statewide	1/15/16
12/4/15	4400007737	Retainer Contract For Tunnel Inspection And Re- pair/Rehabilitation Plans Preparation	Statewide	1/5/16
12/4/15	4400007737	Retainer Contract For Tunnel Inspection And Re- pair/Rehabilitation Plans Preparation	Statewide	1/5/16

## NEW CERTIFIED DBEs

<b>Firm Name</b>	<b>OWNER'S NAME</b>	<b>PHONE #</b>	<b>EMAIL ADDRESS</b>
<b>Benzaiten</b>	Elizabeth Heinlein	315-732-1312	<a href="mailto:benzaitenllc@yahoo.com">benzaitenllc@yahoo.com</a>
<b>Patriot Petroleum</b>	Jayne Peng	978-462-5544	<a href="mailto:jaynep@patriot-petroleum.com">jaynep@patriot-petroleum.com</a>
<b>Power Trucking</b>	Cherylritta Johnson	901-581-9157	<a href="mailto:powertruckingllc1@yahoo.com">powertruckingllc1@yahoo.com</a>
<b>TriState Paralegal Service</b>	Esther Franklin	412-889-6078	<a href="mailto:tristatelegal@ymail.com">tristatelegal@ymail.com</a>
<b>J &amp; 2T's Trucking</b>	Trandy Barnes	318-791-1131	<a href="mailto:j2ttrucking@hotmail.com">j2ttrucking@hotmail.com</a>
<b>Justin J Reeves</b>	Justin Reeves	985-580-0888	<a href="mailto:jreeves@jrrcompany.com">jreeves@jrrcompany.com</a>
<b>AIDAC</b>	Moise Lubin	800-604-0841	<a href="mailto:moiselubin@aidac.com">moiselubin@aidac.com</a>
<b>Talon Construction</b>	Karen McCoy	318-560-3276	<a href="mailto:talonconstructionservices@gmail.com">talonconstructionservices@gmail.com</a>
<b>Elite Parking Services of America</b>	Dane Grey	954-732-6286	<a href="mailto:dgrey@elitevaletonline.com">dgrey@elitevaletonline.com</a>
<b>Shark Supply</b>	Sherrie Marks	337-504-8545	<a href="mailto:sherrie@sharksupplyllc.com">sherrie@sharksupplyllc.com</a>
<b>WCJ Consultants</b>	Kimberly Bardell	225-921-6314	<a href="mailto:kbardell@wcjconsultants.com">kbardell@wcjconsultants.com</a>
<b>Next Generation Logistics</b>	Eddie Compass	504-251-3788	<a href="mailto:ecompassiv@gmail.com">ecompassiv@gmail.com</a>
<b>Clark Construction Services</b>	Darian Clark	504-251-7943	<a href="mailto:clarkconstruction-servicesllc@gmail.com">clarkconstruction-servicesllc@gmail.com</a>
<b>Decuir, Clark &amp; Adams</b>	Winston DeCuir	225-346-8716	<a href="mailto:winston@decuirllaw.com">winston@decuirllaw.com</a>



## **Bid Results for the Letting of 12/16/2015 LA DOTD Headquarters**

**H.000687.6 (DBE Goal Project) I-12 @ US-11 INTERCHANGE LIGHTING**  
GRADING, DRILLED SHAFT FOUNDATIONS, ROADWAY LIGHTING, AND RELATED WORK.  
OJT Goal: 1 Trainees  
Parish(es): St. Tammany  
Route(s): I-12  
Federal Number: H000687  
Estimated Construction Cost: \$1,031,350.62

Apparent Low Bidder: Diamond Electrical Co., Inc. \$895,643.30  
PO BOX 15501  
BATON ROUGE, LA 70895-5501  
(225)752-7492

**H.007085.6-R1 (DBE Goal Project) SHED ROAD IMPROVEMENTS BENTON ROAD TO AIRLINE DRIVE**  
CLEARING AND GRUBBING, GRADING, DRAINAGE STRUCTURES, PAVEMENT PATCHING, CLASS II BASE COURSE,  
LIME TREATMENT, PORTLAND CEMENT CONCRETE PAVEMENT, CONCRETE WALKS, DRILLED SHAFT FOUNDATIONS,  
WATER DISTRIBUTION SYSTEM, TRAFFIC SIGNALIZATION, ADDITIVE ALTERNATE NO. 1: 12" WATER  
MAIN; AND RELATED WORK.  
OJT Goal: 3 Trainees  
Parish(es): Bossier  
Federal Number: H007085  
Estimated Construction Cost: \$11,174,558.01

Apparent Low Bidder: Fessler And Bowman, Inc. \$9,489,619.80  
4422 VIKING LOOP  
BOSSIER CITY, LA 71111  
(318)549-2671

**H.007485.6 (DBE Goal Project) CADE FARM SEEDBANK BUILDING RENOVATION**  
BUILDING REPAIRS; ADDITIVE ALTERNATE 1: SEED DRYER; ADDITIVE ALTERNATE 2: WALLS AND DUST COLLECTION;  
ADDITIVE ALTERNATE 3: MILLWORK AND LIMESTONE PAVING; AND RELATED WORK  
Parish(es): St. Martin  
Federal Number: 2809(512)  
Estimated Construction Cost: \$1,050,385.81

Apparent Low Bidder: Garden City Construction Co., Inc. \$1,173,707.00  
7219 JOHNSTON STREET  
LAFAYETTE, LA 70503  
(337)989-1586

**H.009546.6-R1 (DBE Goal Project) I-20: DIST 05 CRACK & JOINT SEAL & PATCH**  
COLD PLANING ASPHALTIC CONCRETE, ASPHALTIC CONCRETE PAVEMENT PATCHING, JOINT REHABILITATION,  
SUPERPAVE ASPHALTIC CONCRETE OVERLAY, AND RELATED WORK.  
Parish(es): Lincoln, Madison, Ouachita, Richland  
Route(s): I-20  
Federal Number: H009546  
Estimated Construction Cost: \$9,277,472.85

Apparent Low Bidder: GILCHRIST CONSTRUCTION CO. LLC \$7,888,002.80  
PO BOX 5699  
ALEXANDRIA, LA 71307  
(318)448-3565



## **Bid Results for the Letting of 12/16/2015 LA DOTD Headquarters**

**H.010263.6 LA 1: DRAINAGE IMPROVEMENTS  
DRAINAGE IMPROVEMENTS AND RELATED WORK.**

Parish(es): Pointe Coupee  
Route(s): LA 1  
Federal Number: H010263  
Estimated Construction Cost: \$83,475.89

Apparent Low Bidder: D. O'BRIAN CONSTRUCTION, LLC \$82,670.00  
18315 LANDON ROAD  
GULFPORT, MS 39503  
(601)968-2123

**H.010723.6 (DBE Goal Project) NORTH BOULEVARD PROMENADE  
CLEARING AND GRUBBING, GRADING, CLASS II BASE COURSE, DRILLED SHAFT FOUNDATIONS, LANDSCAPING,  
LIGHTING, AND RELATED WORK.**

Parish(es): East Baton Rouge  
Federal Number: H010723  
Estimated Construction Cost: \$1,490,795.20

Apparent Low Bidder: Rotolo Consultants Inc. \$1,461,770.00  
894 ROBERT BLVD.  
SLIDELL, LA 70458  
(985)643-2427

**H.010821.6 (DBE Goal Project) US 71: WIDENING OF SERVICE RD CONNECTIONS  
GRADING, DRAINAGE STRUCTURES, COLD PLANING ASPHALTIC CONCRETE, CLASS II BASE COURSE, LIME  
TREATMENT, SUPERPAVE ASPHALTIC CONCRETE OVERLAY, AND RELATED WORK.**

Parish(es): Rapides  
Route(s): US 71  
Federal Number: H010821  
Estimated Construction Cost: \$969,711.09

Apparent Low Bidder: REGIONAL CONSTRUCTION, LLC \$1,059,300.40  
PO BOX 796  
NATCHITOCHE, LA 71457  
(318)352-6494

**H.010983.6 (SBE Goal Project) I-55: RAMP WIDENING, NB OFF RAMP @ LA 16  
DRAINAGE STRUCTURES, COLD PLANING ASPHALTIC CONCRETE, PAVEMENT PATCHING, PAVEMENT WIDEN-  
ING, SUPERPAVE ASPHALTIC CONCRETE OVERLAY, AND RELATED WORK.**

Parish(es): Tangipahoa  
Route(s): I-55  
Federal Number: H010983  
Estimated Construction Cost: \$257,199.55

Apparent Low Bidder: Barriere Construction Co., LLC. \$295,389.80  
407 CC ROAD  
FRANKLINTON, LA 70438  
(985)795-8239



## **Bid Results for the Letting of 12/16/2015 LA DOTD Headquarters**

**H.011250.6 (DBE Goal Project) I-20: DELTA SCALES - MS RIVER BRIDGE**  
GRADING, CLASS II BASE COURSE, PORTLAND CEMENT CONCRETE PAVEMENT, AND RELATED WORK.

Parish(es): Madison

Route(s): I-20

Federal Number: H011250

Estimated Construction Cost: \$4,550,100.80

Apparent Low Bidder: James Construction Group LLC \$3,606,362.98  
18484 East Petroleum Drive  
BATON ROUGE, LA 70809  
(225)295-4830

**H.011267.6 (DBE Goal Project) I-20 & I-49: PAVEMENT MARKING REPLACEMENT I**  
RAISED PAVEMENT MARKERS, PLASTIC PAVEMENT STRIPING, AND RELATED WORK.

Parish(es): Bossier, Caddo, Desoto

Route(s): I-20, I-49

Federal Number: H011267

Estimated Construction Cost: \$986,750.00

Apparent Low Bidder: Stripe-A-Zone Inc \$773,592.30  
2714 WEST SHERMAN  
GRAND PRAIRIE, TX 75051  
(972)647-2714

**H.011570.6 (DBE Goal Project) LA 559: 5 MI. N. PARISH LINE - LA 4**  
CLEARING AND GRUBBING, DRAINAGE STRUCTURES, COLD PLANING ASPHALTIC CONCRETE, PAVEMENT  
PATCHING, SUPERPAVE ASPHALTIC CONCRETE PAVEMENT, AND RELATED WORK.

OJT Goal: 1 Trainees

Parish(es): Caldwell

Route(s): LA 559

Federal Number: H011570

Estimated Construction Cost: \$1,238,237.34

Apparent Low Bidder: Diamond B Construction Co., L.L.C. \$1,293,922.07  
PO BOX 7618  
ALEXANDRIA, LA 71306  
(318)427-1300

**H.011612.6 (DBE Goal Project) LA 347: 0.70 MI N LA 96 - 0.15 MI N LA 350**  
DRAINAGE STRUCTURES, COLD PLANING ASPHALTIC CONCRETE, PAVEMENT PATCHING, CLASS II BASE  
COURSE, ASPHALTIC SURFACE TREATMENT, LIME TREATMENT, IN-PLACE CEMENT STABILIZED BASE COURSE,  
SUPERPAVE ASPHALTIC CONCRETE PAVEMENT, AND RELATED WORK.

OJT Goal: 3 Trainees

Parish(es): St. Martin

Route(s): LA 347

Federal Number: H011612

Estimated Construction Cost: \$5,574,827.59

Apparent Low Bidder: Diamond B Construction Co., L.L.C. \$4,712,784.26  
PO BOX 7618  
ALEXANDRIA, LA 71306  
(318)427-1300



## **Bid Results for the Letting of 12/16/2015 LA DOTD Headquarters**

**H.011630.6 (SBE Goal Project) LA 626: LA 48 TO US 61**

MILLING ASPHALT CONCRETE, PAVEMENT PATCHING, THIN ASPHALT CONCRETE OVERLAY, AND RELATED WORK.

Parish(es): St. Charles

Route(s): LA 626

Federal Number: H011630

Estimated Construction Cost: \$286,355.30

Apparent Low Bidder: HUEY P. STOCKSTILL, LLC \$322,848.04  
130 HUEY STOCKSTILL ROAD  
PICAYUNE, MS 39466  
(601)798-2981

**H.011760.6 (DBE Goal Project) Path to Progress - Franklin Avenue**

COLD PLANE ASPHALTIC CONCRETE, ASPHALTIC CONCRETE OVERLAY. CONCRETE PAVEMENT REPAIR, STRIP-ING, CONCRETE ADA RAMPS AND RELATED WORK.

Parish(es): Orleans

Federal Number: H011760

Estimated Construction Cost: \$1,271,536.48

Apparent Low Bidder: Hard Rock Construction LLC \$1,222,323.73  
2305 L & A ROAD  
METAIRIE, LA 70001  
(504)835-1050

**H.012177.6 (SBE Goal Project) US 90: W. PEARL RIVER BR GEARBOX REPAIRS**

Movable Bridge Machinery (Gearbox Repairs), Electrical Systems

Parish(es): St. Tammany

Route(s): US 90

Federal Number: H012177

Estimated Construction Cost: \$335,000.00

Apparent Low Bidder: COASTAL BRIDGE CO., L.L.C. \$334,000.00  
PO BOX 14715  
BATON ROUGE, LA 70898  
(225)766-0244



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## *What can SJB Group do for You?*

SJB Group, LLC can provide **free assistance** to certified LADOT DBE firms in the following areas:

**SJB Group can assist you by:** preparing company business cards, profile sheets, and providing information on recommended target areas for your marketing efforts.

**By acting as a liaison** between the DBE Contractor and Prime Contractor for project information, and in problems occurring on the jobsite.

**By informing** of upcoming LADOT lettings, and project information for other agencies throughout the state. SJB can assist you in locating bid tabulation information as well.

**By providing** assistance and guidance on material takeoffs, bid preparation and estimating, project scheduling, and planning for projects that DBE firms are bidding or plan to bid in the near future.

**By helping** with office computer operations to include trouble-shooting problems, Internet access and software installation, and basic to technical computer training.

**By assisting** in financial areas such as loan and bond package preparations, company financial statements, business plan preparation, and SBA 8(a) and Hub-Zone certification packages.